

BRILLIANT SHOWING

A Company's Gigantic Strides to the Goal of Success and Public Favor.

GROWTH OF THE SHENANDOAH BEEF CO.

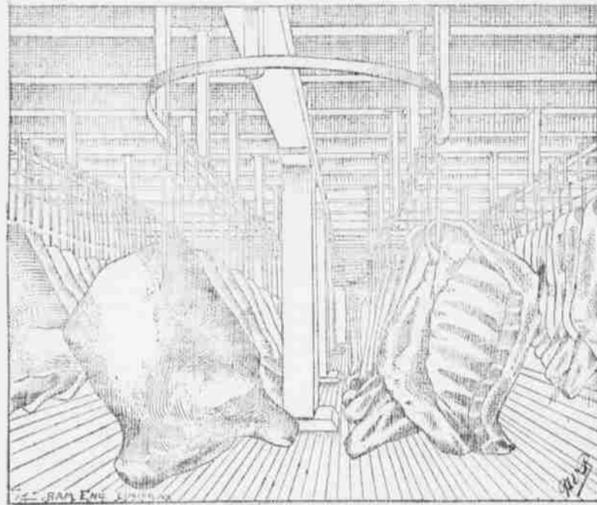
The Local Branch of Swift & Company Secures an Indisputable hold on Public Favor—Pluck and Enterprise Reflected by Figures. Millions of Pounds of Beef Sold Annually, and the Sales Constantly Increasing.



PUBLICATION—Few people in the East realize the enormity of the general business done by Swift & Company. An idea of it may be gleaned from an annual report of the company, published in the *HERALD* of April, 1890. At the abattoirs of the company in Chicago for the year 1889 there were killed nine hundred and sixty-four thousand, four hundred and sixty-three (964,463) cattle; seven hundred and seventy-two thousand, four hundred and eighty-three (772,483) sheep; seven hundred and twenty-four thousand, six hundred and twenty-four (724,624) hogs; fifty-three thousand, one hundred and forty-nine (53,149) calves; a total of two million, five hundred and fourteen thousand, seven hundred and ninety-seven (2,514,797) head of stock. The heaves, at an average weight of 600 pounds, would make a bulk weight of 1,508,878,110 and seventy-eight million, six hundred and seventy-seven thousand, eight hundred (157,877,800) pounds. The bulk weight of the sheep, at an average of 45 pounds, would be thirty-four million, seven hundred and sixty-one thousand, seven hundred and thirty-five (34,761,735) pounds. Bulk weight of the hogs, at an average of 200 pounds, one hundred and forty-four million, nine hundred and forty-two thousand, eight hundred (144,924,800) pounds. Bulk

weight of the calves, at an average of 125 pounds, six million, six hundred and forty-three thousand, six hundred and twenty-five (6,643,625) pounds or a grand total weight of seven hundred and sixty-five million, seven thousand, nine hundred and sixty-six (765,007,966) pounds.

MR. SPRINGER is a very agile performer in the ring of Democratic politics, but he will come to grief in his attempt to pull free wool over the eyes of the plain people of this country.



SHENANDOAH BEEF COMPANY.

Company's investment as a white elephant. Some people predicted that the Lehigh Valley people would soon turn the structure into a freight house. The agency was opened by Mr. A. D. Barnes, who remained in charge for about a year and was succeeded by Mr. R. F. Black. Ill health obliged the latter to retire soon after, however, and Mr. Barnes again took charge. He remained in control until June 7, 1886, when Mr. Miles S. Riggs, the present energetic and genial manager, took charge.

When Mr. Riggs assumed charge, the frozen sheet of prejudice had cracked, but it was still strong, and to bring the business to the stand it occupies to-day required herculean efforts.

The growth of the business has been stupendous, as shown by the figures from 1888 to the present time. In 1888, when Mr. Riggs took charge, he could get along with one assistant and only one horse and wagon was required for the delivery route and two one-half cars of beef and provisions were sufficient to fill the orders for a week. About twenty cattle per week were the selling figures of the agency. But, eventually, by courtesy to patrons and invitations to the public to visit and inspect the house, which is also kept as neat and clean as any place of the kind can possibly be kept, the prejudice against Western dressed beef gradually wore away, and has been disappearing until now little, if any, exists.

Compare the figures and note the growth of the business. To-day Mr. Riggs has four assistants, and three horses and a double and single wagon are required for the delivery routes. Five full cars of beef and provisions are required to fill the orders each week.

In May, 1891, the rapidly increasing trade made the enlargement of the building necessary, and fifty-six feet were added to its length, giving room for a refrigerator 56 feet long and 22 feet wide, through which over 100 dressed cattle, 40 sheep, 150 pigs, and provisions in proportion pass every week.

A more striking example of the magnitude of this home business is given by the following:

Cattle sold in 1888	1,000
" " 1889	2,411
" " 1900	3,191
" " 1891	2,341
Total for the four years	10,943
Sheep sold in 1888	1,214
" " 1889	774
" " 1890	629
" " 1891	1,191
Total for the four years	4,808
Pigs sold in 1888	2,219
" " 1889	2,059
" " 1890	1,979
" " 1891	1,979
Total for the four years	8,236

In 1891 the sales of hogs reached 150 tons.

THE MAN AT THE HELM.

A Brief Biographical Sketch of Miles S. Riggs

The subject of the sketch is Mr. Miles S. Riggs, the manager of the Shenandoah Beef Company, whose business is favorably reported in the foregoing article. Mr. Riggs was born in Somers, West Chester county, New York, on July 24, 1856. His father was engaged in business as a retail butcher in Somers, and after Miles received a good common school education he became an employe of the establishment. After the death of his father, Mr. Riggs moved to New York City, where he engaged in the retail clothing business. In 1882 he moved to Danbury, Conn., and was employed in a retail beef market. He continued in this business but four months and married in the meantime. On the 1st day of June, 1882, he was married Miss Louisa W. Walsh, a young lady of Danbury, who makes the neatly furnished home on North Jardin street so comfortable for her husband and two bright children, a girl aged five years and a boy of three. In October, 1882, Mr. Riggs entered the employ of Swift and Company at Danbury, as bookkeeper, and in January, 1883, he was transferred to the company's mammoth establishment at West Washington Market, New York City. The following June, Swift and Company opened an establishment in Newark, N. J., and Mr. Riggs was assigned there. He remained at that establishment three years, or until June 7, 1886, when he was transferred to Shenandoah. Mr. Riggs' rapid advance to the responsible position he now holds as manager under Swift and Company can be easily understood by those who have the good fortune of his acquaintance. The energy and generous impulses that have marked his acts as a citizen of this borough explain all. He is courteous at all times and always ready to extend aid to anything calculated to benefit and please the public. Mr. Riggs has four able assistants in his business in Mr. W. J. Rowse, bookkeeper; W. D. Cox, soliciting agent; John T. Canfield and Charles Clausman.

Not a mad guess.
Miss Almond—"I take it, Mr. Longface, that you too have seen your trouble in life's voyage. I feel that my own sad experience gives me the right to speak; you will take no offense, I'm sure."
Mr. L.—Oh, not at all! Certainly! I haven't been without my affliction.

Miss A. (with look of deep interest)—A heart trouble, I fancy.
Mr. L.—Well—in that neighborhood—weak digestion.—Harper's Bazar.

Saving Time.
Mean Contractor (to workman who fell from a three-story wall that he was tearing down)—I'll have to dock you for lost time.
Workman (unhurt)—I thought I was saving time coming down that way. Next time I'll take the ladder.—Democrat's Monthly.

A HANDICAP.
Const. Jack—Race, Ethel?
Ethel—No, indeed. Mamma says you're the fastest young man she ever heard of.—Judge.



Const. Jack—Race, Ethel?
Ethel—No, indeed. Mamma says you're the fastest young man she ever heard of.—Judge.

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\$59,738,479.95

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PRINCIPAL OFFICE—100 West Fayette Street, BALTIMORE, MD.
Branch Office—Francy's Building, Shenandoah, Pa.

STATEMENT of the HOME FRIENDLY SOCIETY OF BALTIMORE, MD.

DECEMBER 31, 1891.

Policies Issued in 1891	18,966
Amount Insured	\$5,003,500.00
Income During the year	\$127,825.62
Claims Paid in 1891	\$55,342.18

OFFICERS—B. L. TALLY, Pres.; WM. SILVERWOOD, V. Pres.; GEO. A. CHASE, Secy.

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